

Message Text

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PAGE 01 DAR ES 01249 291907Z

43/42

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R 280900Z APR 75 ZFG

FM AMEMBASSY DAR ES SALAAM

TO SECSTATE WASHDC 7995

INFO AMEMBASSY NAIROBI

USDOC WASHDC

AMEMBASSY ADDIS ABABA

AMEMBASSY KIGALI

AMEMBASSY KHARTOUM

AMEMBASSY LUSAKA

AMCONSUL ZANZIBAR

UNCLAS DAR ES SALAAM 1249

C O R R E C T E D C O P Y (REFERENCE B.)

E.O. 11652: N/A

TAGS: BEXP, BGEN, XA

SUBJECT: ECONOMIC DEVELOPMENT PLANS AND SUPPORT FROM EXIM

REF: A(STATE 083959

B) DAR ES SALAAM A-67

C) PARIS 10459

D) NAIROBI A-121 (AGENDA ITEM B); DAR ES SALAAM 3258

SEP 23, 1974 (PARA 3 & 4); DAR ES SALAAM 3387 OCT

7, 1974

E) STATE 065590

DEPT PLEASE PASS EXIM

1. EMBASSY WELCOMES BUSINESSMAN'S DEVPLAN GUIDE
PROJECT AS PROPOSED IN REF A, AS, AT LEAST FOR
TANZANIA, FINAL PRODUCT COULD BE VERY USEFUL TO
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PAGE 02 DAR ES 01249 291907Z

U.S. TRAVELERS EXPLORING MARKETING OPPORTUNITIES

HERE. IN CASE OF TANZANIA, NEXT OR THIRD FIVE-YEAR PLAN (TFYP) IS IN FINAL STAGE OF PREPARATION AND WILL PROBABLY BE RELEASED IN FINAL FORM DURING JUNE SESSION OF PARLIAMENT. COPIES OF NEW PLAN, WHEN AVAILABLE, WILL BE POUCHED TO DIB/OIM/MANLEY.

2. IN DOCUMENTS MADE AVAILABLE SINCE RECEIPT OF REF A, WE HAVE GAINED A USEFUL PICTURE FOR INCLUSION IN GUIDE. REF B EXTRACTS PERTINENT PORTIONS OF TANGOV'S REPORT TO THE RECENTLY COMPLETED EAST AFRICAN CONSULTATION GROUP MEETING IN PARIS (SEE REF C) AS IT DISCUSSES "IMMEDIATE PLANS ON MAJOR FUTURE INVESTMENT PROGRAMS" WHICH WILL BE INCLUDED IN NEXT TFYP. INDUSTRIAL AND MINING SECTORS OF TFYP REVIEWED IN GREATER DETAIL IN CHAPTER III OF VOLUME ONE OF FRESH IBRD REPORT 647-TA DATED MARCH 31, 1975. SEE PAGES 40-43 IN PARTICULAR.

3. MESSAGES UNDER REF D SHOULD BE REVIEWED CAREFULLY BEFORE ANY TEXT ON TANZANIA IS DRAFTED FOR INCLUSION IN PROPOSED DEVPLAN GUIDE. BELIEVE DEPARTMENT WELL AWARE THAT ANY MAJOR PROJECT FINANCING IN TANZANIA WILL MOST ASSUREDLY REQUIRE EXPORT FINANCING OR GUARANTEES. DIFFICULT ENOUGH TO COMPETE WHEN EXIM FINANCING (WHEN WORKED INTO BLENDED RATE) POINTS HIGHER THAN MAJOR EXPORTING COUNTRIES (SEE FIGURE 38, PAG 80, OF THIRD "INTERNATIONAL ECONOMIC REPORT OF THE PRESIDENT) BUT ON EASTERN SIDE OF AFRICA EXIM HAS SHOWN RESTRAINT IN CONSIDERING FINANCING PROJECTS. ALTHOUGH WE HEARTENED BY EXIM CHAIRMAN CASEY'S ANNOUNCEMENT OF FEBRUARY 27, 1975 AND CONTENTS OF REF E, WE BELIEVE NO DEVPLAN GUIDE SHOULD BE WRITTEN WITHOUT INCLUDING CAREFULLY WORDED STATEMENT THAT U.S. COMPANY WOULD FIND IT RISKY TO SPEND MUCH TIME TRACKING PROJECT HERE UNLESS HE HAS TOUCHED DOWN WITH EXIM.

4. AS WE HAVE SUGGESTED IN EARLIER MESSAGES, IT MAKES IT DIFFICULT FOR STATE, USDOC AND EMBOFFS IN FIELD TO ENCOURAGE U.S. BUSINESSMEN TO SCOUT OUT MAJOR PROJECTS UNLESS EXIM IS PREPARED TO STATE
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PAGE 03 DAR ES 01249 291907Z

CANDIDLY WITH ALL PARTIES CONCERNED WHAT IT WILL NOT RPT WILL NOT FINANCE IN COUNTRY LIKE TANZANIA WHILE IT IS ENDURING BOP PROBLEM (SEE REF C AND IBRD DOCUMENT RELEASED APRIL 2 IN PREPARATION FOR PARIS MEETING). CASE IN POINT IS MACK TRUCK/TANZANIA RURAL DEVELOPMENT BANK PRE-P.C. APPLICATION PROPOSAL WHICH MACK DISCUSSED IN EARLY FEBRUARY WITH EXIM--OR FEW WEEKS BEFORE CHAIRMAN CASEY'S ANNOUNCE-

MENT REFERRED TO IN PARA 3. MACK TRUCK AGENT HERE
BELIVES STILL EXCELLENT OPPORTUNITY TO SALVAGE
ONE-THIRD OF TRUCK ORDER FOR AMERICAN SUPPLIER IF
EXIM WILLING OR PROVIDE FINANCING.
CARTER

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